

Inside & Out

SEPTEMBER, 1987

COMPAQ® NEWS

VOLUME 5, ISSUE 7



Product demand
spurs company's
growth

Smile: it makes
everyone
wonder . . .

Compaq team readies
for football season

California: land of
sun, fun, business

Company gears up to meet product demand

Compaq faces the largest backlog in company history. Although orders still exceed the number of products manufactured, the company is making headway on catching up.

Physical expansion of the company will help meet the demand for products in 1988.

The Singapore printed circuit board (PCB) assembly plant is now in operation, and shipping printed circuit boards to help meet the demand. When the company's Scotland facility begins manufacturing computers, the Singapore operation will play a major role in providing boards for the units.

Scotland's service operations start up in September, assisting dealers and users with parts and service support. During August a group of people from the Scotland service group came to Houston for training prior to their start-up.

The Scotland manufacturing and office facilities are due to be completed in November. The group will begin manufacturing and shipping computers for international sales in December.

More funds approved

Meanwhile, in Houston, the company's board of directors recently approved funds for more buildings in the Compaq Center West master plan:

- A 100,000 sq. ft. distribution center at Compaq headquarters. The distribution center is part of the master plan for Compaq Center West — adjacent to existing headquarters buildings; — and will be completed in late third quarter or early fourth quarter of 1988. Papalote operations will move to this building;

- A fourth manufacturing building, to be completed in the third quarter of



Workers set concrete for a utilities tunnel beneath CCA 4, an office building at Compaq Center West

1988. Sommermeyer operations are expected to move to the new facility when it is ready;

- A third six-story office building; and

- Two parking garages to serve the new buildings.

Move-ins start soon

Current construction at Compaq Center West is proceeding at a fast pace.

Compaq Center Manufacturing III, which will house the PCB assembly shop, should be finished in November, with move-in scheduled for December.

Three stories of a six-story office building are complete; a second office building of the same size is also under construction. Office move-in will begin in March 1988, and continue throughout the summer.

Expanding existing space

Parking is in short supply at Compaq Center Administration. Too short. So another level of parking is being added to both parking garages, for a total of about 200 additional spaces. Expansion of the garage by CCA III will take until the end of September; the garage by CCA I will be finished by the end of October.

Meanwhile, more people are parking at Chasewood II and in a surface parking lot. A memo asking for volunteers to park at Chasewood II, which is a fair hike from CCA offices, drew 100 responses in less than a day.

Regional and international offices, too, have had their share of expansion. Compaq Canada, Inc. is moving into new headquarters and opening a distribution center Aug. 31; Compaq Computer S.A.R.L. in France is more than doubling its space.

In the regions, several groups have moved or made plans to move into new quarters to meet the needs of the expanding field sales and support staffs.



Office, manufacturing and garage structures are under construction simultaneously at Compaq Center West. Beneath one building, workers struck water, which had to be drained and filled for work to continue



June McGarrigle, left, discusses service functions with Tom Parsons, right, during her visit to Brookhollow with other members of the Scottish group



Work proceeds on Scotland Compaq facilities, due to start shipping products in December. Meanwhile, service operations start up in September



Rbonda Sotello, Brookhollow Service Operations, explains procedures to Alastair McGhee, a member of the Compaq Scottish service group which came to Houston recently for additional training

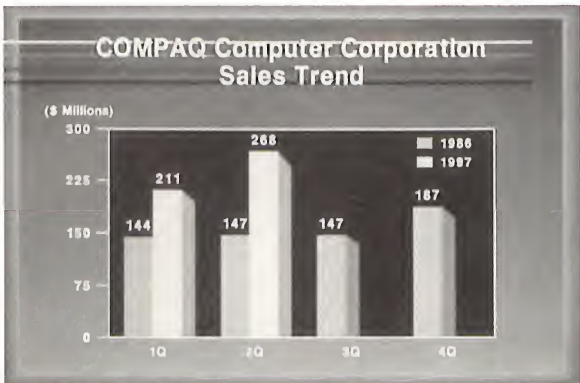
Outlook good, says Compaq president

The market is active, the busiest time of the year is approaching, Compaq is expanding operations throughout the world — there's a whole lot going on, according to Compaq President Rod Canion, who met re-

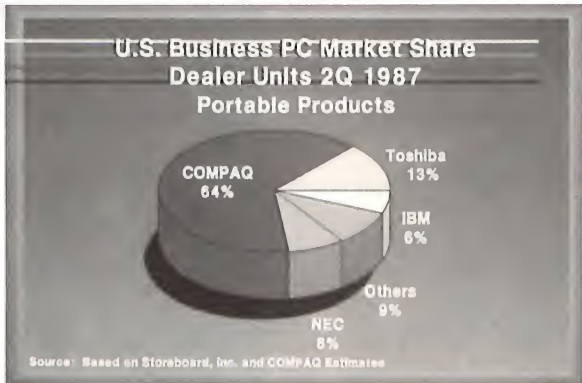
cently with Houston employees to discuss second-quarter financial results. The company earlier reported revenues rose 82% to \$268 million, compared to last year's second quarter.

Net income increased 219%, to \$31 million. "We expect to see a strong finish to the third quarter, and a strong fourth quarter this year," Canion said. In addition to good market share,

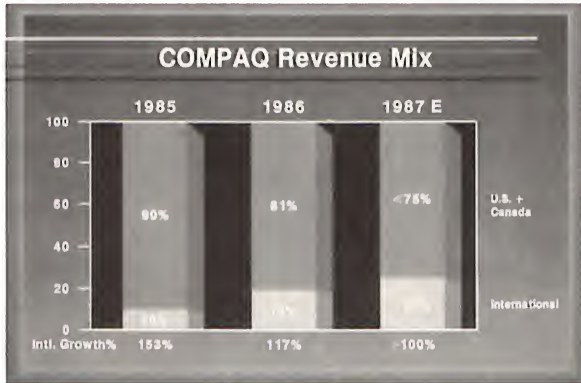
Compaq is providing a healthy percentage of dealers' revenues, which is another continuing good sign, according to Canion. Other good signs of the company's continuing leadership in the industry included:



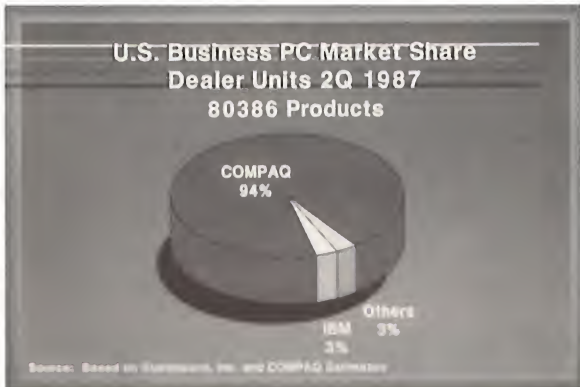
Quarterly sales figures continue to rise, compared with last year's figures



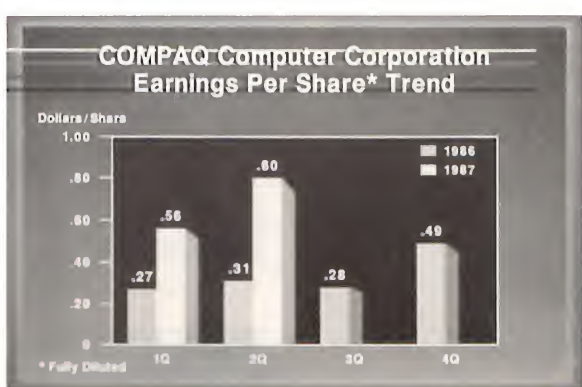
Compaq continues to lead in sales of portable computers



International sales provide an increasing portion of Compaq revenues



Although more 80386-based products are biting the market, Compaq continues to have little competition



Earning per share have far exceeded financial analysts' expectations



The company continues to have a firm foothold on a major portion of the 80286-based market

Wellness program gets boost; nearby day care offered

Efforts to bolster "wellness" as a lifestyle are getting a boost with the addition of a cooperative program between Compaq and the YMCA.

For only \$5 a month, employees and their families can have a membership at any one YMCA throughout the country, announced Compaq President Rod Canion at recent company meetings. The company will subsidize the remaining cost.

The memberships are offered on a one-year trial basis. People must sign up for membership by Sept. 30.

In addition, the Cypress Creek YMCA, near the company's Houston headquarters, will offer a children's day care program beginning in the first quarter of 1988.

"As many of you know, we are considering building an on-site employee center that would focus on fitness, recreation, health and overall wellness," Canion said.

"The final decision to do this may be 6-12 months in the future. As an interim step that will provide us with information on our own needs, Compaq has entered into an exciting arrangement with the YMCA organization in Houston, and nationally."

Individuals can register at the YMCA of their choice, with the exception of the Houston downtown YMCA. Additional information will be provided soon by the company's Wellness Steering Committee, which includes:



U.S. personnel can join a YMCA of their choice for \$5 per month as part of the company's wellness program

Doug Young - Chairman - Director, Loss Prevention
Barry Puls - Manager, Systems Engineering Release; ACE Chairman
Karen Walker - Director, Facilities
Jean Gibson - Manager, Corporate Benefits

Lee Murdy - Director, Training & Development
Dr. Bob Teague - Consulting Medical Director

Football team gets ready for new season

It's football season again at Compaq.

The company's nationally-ranked flag football team, the Compaq Dragons, is in training for another year of grinding, crunching tackles, blocks, quarterback sacks, and . . .

Oops, no, that's the National Football League, according to Mike Strong, Team Captain.

In flag football, there's no contact. All players wear a belt with two "flags," long strips of vinyl held in place by plastic sockets. Opposing players give the flag a hard jerk, pulling it out of the socket, to sack a quarterback, tackle a runner or score a safety.

The rules are similar to college and professional football, except that each team has only eight players.

Also, flag football is "90% a passing game," explained Gary Williams, a team member and one of the top pass rushers in Houston, according to Strong. "The quarterback normally sets up in a shotgun formation, and everybody is eligible to receive a pass," Williams said.

A recent workout emphasized how crucial pass receiving is, as players practiced catching the ball again and again in sweltering heat under the coaching of Roy Williams, Coach, and Roger Ross, Assistant Coach.

The group normally practices two evenings a week at a school near Sommermeyer. They have pre-season scrimmages and tournaments during August, with the regular season starting up in September.

Looking for a championship

The season winds up at the Budweiser Superbowl of Flag Football-Grand National Tournament in Shreveport each year in November.

In 1985, their first year at the Superbowl, the Dragons placed ninth nationally.

In 1986, they moved up to sixth place, beating out the Florida team favored to win the tournament.

Is this the year for a national championship?

"We're going to try," said Cleveland Joseph, one of the organizers of the team. Cleveland retired last year, and his football jersey number, 32, also was retired. When the season's training started, however, he couldn't sit it out, and is back on the team this year.

Cleveland once played two weeks with a broken bone in his foot. "The desire to win and to play is incredible," Joseph said. "Damon Harper once collided with someone in mid-air as he went up for the ball. He did a

360-degree turn in the air, came down and ran it 40 yards for a touchdown.

"The players are all special. They're a serious team, and have a strong spirit of unity."

For James...

During the team's first football season, one of its members was seriously injured in an auto accident. James Wilson, who worked as a Senior Test Engineering Technician at Sommermeyer, has been lying in a coma since the accident.

The team went on to win the city championship shortly after the accident. Members went to Wilson's hospital room and presented him with the trophy, which his family keeps. They also dedicate their games to him.

"He helped provide the leadership we needed to make us successful. He's a very quiet person, very fast on the field, and a very exciting player," Joseph said. "We all miss him."

Joseph said he talked recently with Wilson's wife from her home in Florida, where the family has since moved. Wilson's condition has improved and, although he is not fully conscious, Joseph reports he is able to follow movement with his eyes. His right side appears to be paralyzed.

Sideline coaches

Like pro football, flag football has its fans — both "fair weather" and "hard-core" types.

"The fans are often boisterous," Williams noted. "In fact, teams can be assessed penalties for bad behavior by their fans."

Even practice sessions draw fans. Diana Hamilton and her four-year-old son, Michael, Jr., like to watch her husband, Michael, practice for the big games. Usually joining them are Alicia Thirs and sons Christopher, age 2 1/2 years, and Elijah, Jr., 10 mos., to watch Elijah Thirs, Sr. practice with the team. The women's husbands don't work for Compaq, but a small percentage of the team is permitted to be made up of people from other companies. The only difference is that those individuals pay a higher fee to participate.

The wives have braved heat, cold and rain to watch the team play, and don't mind offering advice.

"My husband anticipates the pulling of the flag, and I tell him not to. 'Just keep running,' I tell him. 'When they blow that whistle, it's been pulled off,'" Diana Hamilton said.

Even a year ago, young Christopher Thirs "seemed to know when it was Tuesday or Thursday," his mother noted. "He'd get his daddy's flags and say, 'Daddy. Football.' He was ready to go."



Team members get in shape for their first pre-season tournament



Coach Roy Williams, center, outlines strategy to Compaq Dragons

So are the Compaq Dragons. After two increasingly successful years, they are working to bring home even more city and regional championships this year and, possibly, even the big one.

"We're going to give it our best shot," Joseph said.

Team members

Members of the team include: Mike "Cadillac" Strong, Willie "Dynamite" Davis, Gary "The Rock" Williams, Mickey "Pretty Boy" Caldwell, Damon "The Doc" Harper, Jeff "Mr. Mean" Bailey, Bart "The Dart" Bartholomew, and Cleveland "Sweetness" Joseph — also called "Crazy Legs" — so dubbed because he "dances" a lot when he's got the ball.

For information on locations and dates of games, check the ACE bulletin board or upcoming "PREVIEW" sections of the newsletter.



About 90% of flag football plays involve passing

SMILE; it will make everyone wonder what you've been up to . . .

Interesting bit of trivia: National Smile Week was August 3-9.

Out of curiosity, *Inside & Out* did some checking.

"Do you know this is National Smile Week?" we asked people at work, and as they left for the day.

"No."

"Are you serious?"

"Are you kidding?"

"Are you crazy?"

Only one person had even *heard* of National Smile Week. So, we wondered, what are you smiling about this week?

The most frequent response was, "My job at Compaq."

Okay; if we accept that as unanimous, what else?



Jerry Kuna

"My kid, Christopher," immediately responded Jerry Kuna, Receiving Supervisor, Brookhollow.

Well, of course. Kuna's 15-month-old son is not only cute and bright, but has achieved national recognition of sorts. Last fall, Christopher was featured for a full 20 seconds on national television during a Chicago Bears football game (Kuna, a Chicago native, doesn't bother to mention that another NFL team was also on the field).

People at the network evidently liked the shot. They used it throughout the season on a commercial advertising the network's sports coverage.



Margaret Malone

"I'm having a nice week," explained Margaret Malone, Security Guard, Brookhollow. "I just smile anyway. It's force of habit from meeting the

public. I've worked with the public all my life. You learn no matter how irate people get, if you're nice, they calm right down.

"It's so much nicer to walk in and have somebody smile at you than to meet an old grouch.

"Besides, when you're representing the company like I am here, you should put on your best face."



Tony Bell

"My wife just got a good job," reflected Tony Bell, Line Operator, Brookhollow. "And I'm fixing to be the disc jockey at a birthday party for a co-worker's wife. That should be a lot of fun."

Bell explained he frequently works as a disc jockey at various types of events.

"I did family reunions two weekends in a row. I like to mix the music up for all ages. Young kids like real fast music, older kids like it a little slower, and the adults want something that'll take them back to their teens.

"If you can be a disc jockey at a family reunion and not get any complaints, you can do it anywhere," he smiled.



George Edwards

"My wife's coming home Monday. She's been in Georgia for two weeks, visiting her father," said George Edwards, Manager, Technical Training.

"I'm also looking forward to an upcoming trip to our facilities in Scotland and Singapore. It will be my first visit to Scotland. I'm taking some vacation time, and plan to go on to London."

Edwards, who acted in Shakespearean dramas as a student at the University of Texas, admitted he is excited about visiting William Shakespeare's home at Stratford-on-Avon. He doesn't expect, however, to forsake his job at Compaq for the lure of the stage at the annual Shakespeare Festival, also held at Stratford-on-Avon.

According to Shakespeare, he wouldn't need to. After all, as the esteemed bard once wrote, "All the world's a stage, and all the men and women merely players . . ."



Amy Zysk

"This is not a good day to ask me," ruefully responded Amy Zysk, Contract Administrator, Marketing, as she left after a long, hard day.

However — "We're shipping lots and lots of products," she pointed out, brightening. "And I'm going sailing on weekends, and the winds have been very good!

"So I'd say I've got some really good things to smile about."



Dorene Brock

"Everything in the world has gone wrong this week and if you couldn't smile—" Dorene Brock, Superintendent, PCB Assembly, broke into laughter.

She's been able to keep smiling, Brock admitted, because of "Practice. When you think about it, everybody on the floor is affected by my attitude. If I'm happy, they feel everything's all right.

"And I'm going on vacation soon! I'm going to Yellowstone National Park. That's certainly something to smile about!"



Roland Jackson

"I have quite a bit to smile about this week," said Roland Jackson. "I just got a new motorcycle, and I was just promoted from line operator to material handler.

"It's a change of pace. I like it. I'm finding out I'm apparently a night person. I like working second shift.

"And I'm planning a vacation. I'm still trying to decide where to go." He paused as the photographer prepared to take his photo.

"National Smile Week, huh?" he said, and grinned. "Too bad we can't get my new bike in this picture..."



Mac McLoughlin
Director, Western Operations
Costa Mesa, Calif.

Unavailable for comment. Vacationing in Europe. Assumed to be smiling.

ACE representatives to be elected in October



ACE board meetings can get fairly lively

The employee organization, which sponsors activities ranging from tennis tournaments to the company picnic, will elect six new representatives in October.

The Association of Compaq Employees (ACE) is headed by a 14-member board of directors. Half of that number is elected annually, to serve a two-year term.

All full-time, permanent Houston employees, spouses and dependents are automatically part of ACE.

In 1986, the company provided a budget of \$90,000 for ACE activities. Additional monies were collected from fees charged to participants for a total budget of approximately \$150,000.

Making decisions

The board of directors is responsible for choosing programs on which monies will be spent. Last year, approximately 75% went to team sports, which draws the biggest number of participants.

The board seeks suggestions from



Lee Murdy discusses upcoming activities

employees, and hopes to have someone from each Houston site as a director.

This year, the group additionally will hire two full-time employees, an administrator and a clerk, to handle some duties currently carried out by volunteers.

The board of directors meets on the third Wednesday of each month, 3-5:30 p.m., at Chasewood II.

Who does what

After the new representatives are elected, board members decide who will fill various positions on the board, which include:

Chairman - Serves as chief executive officer; chairs all meetings and meets with Compaq management on programs and objectives;

Co-chairman - Sees that funds are distributed properly; oversees day-to-day activities; coordinates election; acts for chairman when that person is unavailable;

Secretary-Treasurer - Keeps records of meetings; maintains financial records and prepares reports; responsible for funds;

Communicator - Notifies board members of meetings; notifies employees of activities;

Activity chairmen - Six people chair activities committees: special interest clubs, team sports, individual fitness, employee services and special events;

At-large - These members will be assigned to assist the chairmen of various areas.

The new term of office begins January 1.

'We try to be responsive'

Barry Puls, ACE Chairman, said he expects all programs to expand.



Barry Puls conducts ACE meetings

"We're going to try to get increased employee input," he said. "We represent the people who work here, and we try to be responsive. We'll consider any new activities people want to suggest. The important thing is that people let us know what they want."

So far, the largest number of people have asked for team sports, which include basketball, bowling, golf, flag football, softball and volleyball.

"We had a problem establishing guidelines for team sports and individual fitness," Buras recalled. "We finally decided it's a team sport if you break a sweat in groups of four or more. If you break a sweat individually, or in groups of three or less, it's individual fitness."

Individual fitness activities include racquetball and tennis tournaments, as well as aerobics and weight management classes.

Board members — or other volunteers — can also help organize activities including trips, chess tournaments, Toastmasters meetings, discounts, the company picnic and special projects.

Upcoming election

This year's ACE election will be slightly different from the one held last

year, offering a longer voting period.

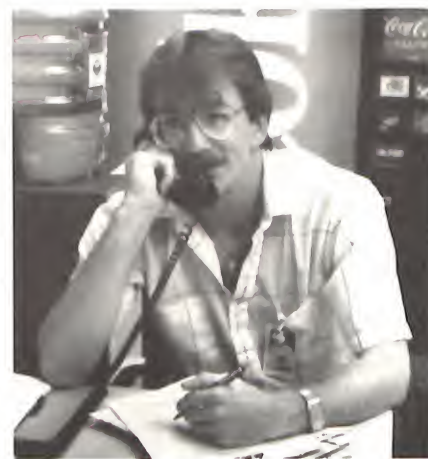
Employees will receive ballots through the interoffice mail. The ballots are self-addressed to the ACE election officer, so after you have marked your choices, simply fold the ballot and put it in the interoffice mail. You will have approximately three weeks to do this.

Ballot boxes will be placed in break rooms or near elevators on the last 2-3 days of the election period so last-minute votes will be counted.

You may nominate yourself or another person (with their agreement) for a position on the board. Each person nominated must be endorsed on the nomination form by 10 people.

Buras recommends that people running for the board talk over their plans with their supervisors, since ACE duties require some company time. Company policy allows a person to use nine hours of work time per month for ACE business, with the supervisor's approval.

For details on serving on the board of directors, contact Ken Buras at 374-5256.



ACE board members handle a lot of paperwork, often on their own time, according to Ken Buras, Co-chairman

Boomerangs

These authentic Australian boomerangs hang on the wall of Bob Behrend's office. "Do you know what you call a boomerang when you throw it and it doesn't come back?" Behrend queried. "A stick."



Seen in the press . . .

“**F**rom their offices in the Pan Am building overlooking Park Avenue (in New York), Benjamin Rosen and L.J. Sevin have co-directed two multimillion-dollar venture-capital funds that have ignited some of the PC industry's hottest successes.

“But after six years in which the Sevin Rosen Management Co. helped finance and manage the birth of such giants as Lotus Development Corp. and Compaq Computer Corp., the two Louisiana natives have set a date for liquidating their firm...

“‘I’m pushing 60 and Ben’s not far behind,’ said Mr. Sevin. ‘We’re calling it a career.’

“Over the past six years, Sevin Rosen’s two funds have raised \$85 million, which helped to seed companies now valued at over a billion dollars...

“With 20 companies in various states of development and two more investments likely to be made this year, the two will be busy through 1991, when the second fund is scheduled to expire, said Mr. Rosen. However, the two venture capitalists will continue to invest in the PC industry on an ad hoc basis...Mr. Rosen is now chairman of Compaq and a director on the boards of two software firms.”

PC Week
July 21, 1987

“Last month (June), the Suffolk County Legislature in New York passed a bill that would set standards for video display terminals and require employers with 20 or more terminals to provide additional benefits for VDT operators.

“The law will set standards for screens, chairs, and lighting and will require employers to pay for annual eye examinations and glasses for employees who work on video display terminals more than 26 hours per week.

“This year, more than 25 states are expected to introduce similar legislation...and some states, among them California, New Mexico, and Rhode Island, have already passed laws or issued executive orders related to VDT use...”

Infoworld
July 27, 1987

“The Santa Cruz Operation last week toasted the debut of its Xenix 386 operating system at a gathering of industry leaders who heralded the product’s introduction as the arrival of ‘a new era of computing.’

“Echoing similar claims made earlier in the week by Unisys Corp. at its introduction of the BTOS II operating system, the executives lauded SCO Xenix as the first Unix-based operating system to unleash the full capability and power of the Intel Corp. 32-bit 80386 microprocessor...

“Larry Michels, president and co-founder of SCO...said the number of third-party applications running under the operating system had tripled in the last six months to nearly 1,500. Steve Ballmer, vice president of systems software at Microsoft Corp., co-developer of Xenix, added there were more than 250,000 Xenix systems installed worldwide.

“That gives Xenix the largest installed base of any multi-user system, including Digital Equipment Corp.’s MicroVAX II and IBM’s System/36,” Ballmer said.

“However, he added, ‘The bad news is that some say 250,000 is not a high number compared with millions of DOS systems. The real issue is: can we create a standard platform that will put Unix-based systems into the vanguard of the most popular multi-user, minicomputer-type systems?’

“‘With a system built around the 386 with the right amount of I/O bandwidth, high-capacity peripherals and this operating system, it is possible to build a microcomputer-based system that outperforms minis,’ (said Claude LeGlise, Intel marketing manager for the company’s Santa Clara microcomputer division).”

MIS Week
July 27, 1987

“Compaq Computer, the U.S. personal computer manufacturer, has shown a sharp rise in sales and earnings to achieve record quarterly results, defying predictions that sales would suffer over IBM’s April introduction of a new personal computer range.”

Financial Times
July 28, 1987

“‘IBM is a marathon runner, not a sprinter,’ said Michael J. Geran, an analyst with E.F. Hutton Inc. ‘By the end of this year and into next year the competition will increase. It’ll be mid-1988 when the big questions will loom for Compaq.’

“Those questions probably will center around two things: first, whether certain technical enhancements IBM made in its new line have given the Armonk, N.Y.-based company an edge over Compaq; and second, whether a new generation of software, which will begin to emerge next year, runs on Compaq as well as it does on IBM. Compaq insists that its computers match or exceed IBM’s performance, and it has taken a more public role recently to try to assure users that it will run the same software...

“Both Mr. (James) Weil (Gartner Securities Corp. analyst) and Mr. Geran said they expect Compaq to post strong results in the third quarter. ‘But the fourth could get a little sticky,’ said Mr. Weil. ‘That’s what people will be watching. The market has been relatively cautious because of the uncertainty posed by IBM. But I think if Compaq blows out the December quarter like they blew out the second quarter, you could see the stock really move.’”

The Wall Street Journal
July 28, 1987

“After a long run, convertible bonds performed dismally in the second quarter. That has helped bring their prices down into the stratosphere. Allan Lyons, portfolio manager of Value Line’s Convertible Fund, is funneling his money into convertibles issued by technology companies. He especially likes Compaq Computer’s convertible issue due in 2012.”

Fortune
August 3, 1987

“Order a round of Dom Perignon. Put on a party hat. Grab a noisemaker. Get ready to shout ‘Happy Anniversary!’ After all, it was just ten years ago that Americans walked into retail stores and saw the first fully assembled personal computers sitting on the shelves...Nowadays a zippy chorus or two of ‘Happy Days Are Here Again’ would not be out of order either. After

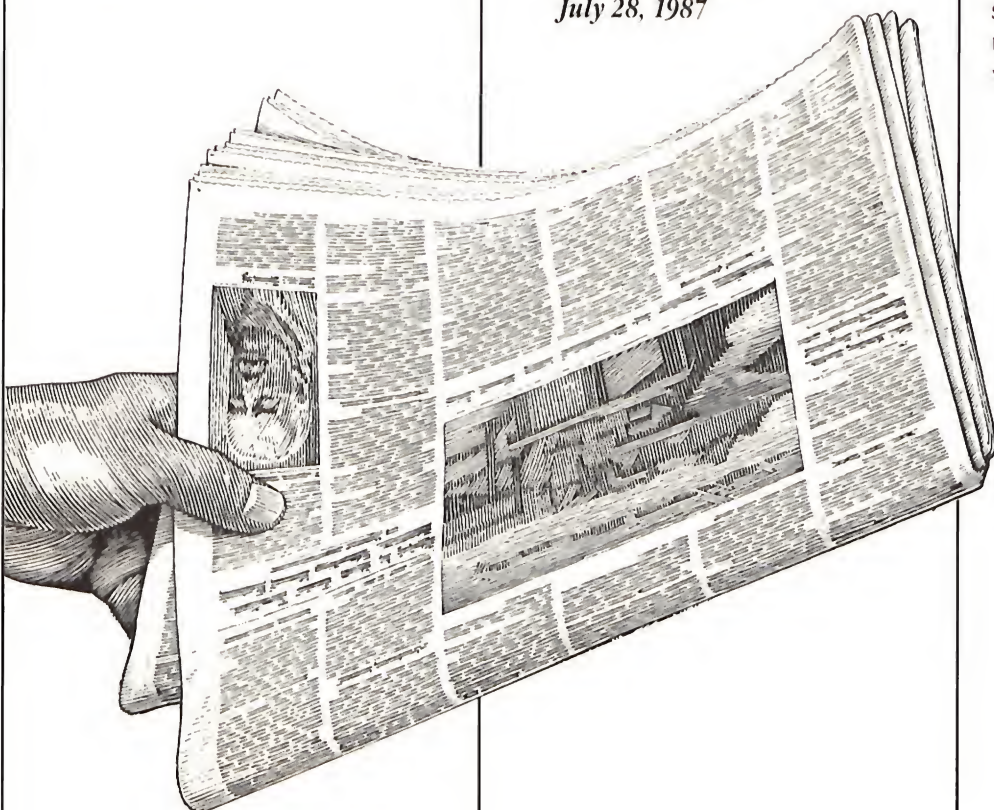
its initial burst of prosperity, the computer industry fell into a two year slump...the sluggishness appears to be over and many makers of personal computers are once again registering record revenues and plump profit...the computer companies have parlayed several recent technological breakthroughs into a passel of affordable, easy-to-use new machines that seem to be leaping through dealers’ doors and into U.S. homes and offices.”

Time Magazine
August 17, 1987

Seen in empty office . . .



Must mean the gumball machine



Land of sun, fun — and major business



Jim Smith and Pat Bevers in Pleasanton demonstration office



The company's California operations are based in Pleasanton



Tamy Ratto serves as receptionist in the Pleasanton offices



The company's Costa Mesa operation is located in a modern highrise complex



Kevin Johnson and Debra Westch are part of the Costa Mesa staff

More than a century ago, cries of "Go west, young man!" spurred people to go overland to California.

In the 1960s, adventurous people were attracted to places like the University of Berkeley, which were at the forefront of the free speech movement.

Over the years, California also has become known as a laid-back kind of place, where people could go to enjoy beaches, redwoods, Disneyland, rubbing shoulders with movie stars ...

More important to Compaq, California and its neighboring states are home to 150 of the Fortune 1000 companies. Nearly all of the 2,000 top Fortune firms have "some sort of representation" in the area, according to Ross Cooley, Vice President, Sales.

With two offices in the region and still growing, Compaq derives a sizable portion of its revenues each year from its Western Operations, based in California.

Fifty people work from two sales offices in the state. One is in Pleasanton, located about 30 miles southeast of San Francisco, toward San Jose.

The other is in Costa Mesa, situated in Orange Country between Los Angeles and San Diego.

The two offices cover 13 western states from Alaska to Hawaii.

Large, beautiful territory

Working from their offices in California, company field representatives travel a large and beautiful territory. In the course of their travels, they support Authorized Dealers, by helping them sell to major customers, arrange training, provide technical support and work with major channels such as Computerland, Businessland, Pactel Information Systems, Photo and Sound and MicroAge.

The variety of geography makes travel challenging.

"In the course of one week, I've been in climates that range from 90 degree Fahrenheit to well below zero," said Jerry Farmer, Northwest Regional Sales Manager based in Pleasanton.

Farmer and his group work in small towns and major cities throughout Alaska, Hawaii, Washington, Oregon, northern California, Wyoming, Idaho, Montana and northern Nevada.

Farmer's counterpart in the southern half of the territory is Dorothy Farris,

Southwest District Sales Manager based in Costa Mesa. Four years ago, she was the first woman hired by Compaq as a Regional Sales Manager.

Originally from New York state, she noted that back East, "they give you five minutes to tell your story. Here it's easier to see people, but harder to get them to make a decision."

Farris's group covers southern California, Arizona, New Mexico, Colorado, Utah and southern Nevada.

'No matter what'

Communications are challenging with 50 people in two offices and on the road. A weekly meeting is held "no matter what" every Monday morning, alternating between telephone hook-ups and meetings in Pleasanton. In addition, the operation holds two-day meetings every quarter for training and updates about new marketing information.

A healthy spirit of competition exists between the two offices, McLoughlin noted. That competition surfaces dramatically during the operation's annual picnic, where the two staffs compete against one another in sports and other competition.

Back at work, everyone pitches in and does what needs to be done, even if it means the area sales manager delivers and sets up equipment for an Authorized Dealer's customer.

Some deliveries are to the home and offices of celebrities, such as movie producer George Lucas of *Star Wars* fame. Lucas purchased COMPAQ PLUS® portable computers in 1984 to use on location during filming.

"The company's Western operations have the highest revenue per store each month," McLoughlin pointed out. "One reason is because of the stability of the sales organization. The attrition is low, and the pride, dedication and hard work are high. Dealers can count on the same people working with them, and that those sales representatives are knowledgeable about the products. Our sales force is seasoned; they know the dealers, and can provide the support they need."

"We think this has helped us when other firms weren't selling as well in the West, and we think it will help make this a record year."



Like most regional staffers, Lisa Morrow and Cindy Payne in Costa Mesa, spend a lot of time communicating by computer and by telephone

Corporate Challenge

The company's first Corporate Challenge team competed Aug. 29 against teams from other companies, to help raise money for the Cystic Fibrosis Foundation.

This is the first time Houston area corporations have participated in the national event.

"These people have a lot of heart," said Cleveland Joseph, one of the team's coaches, as he surveyed the hot, sweaty people who were trying out for the 24-person team. "They put forth a serious amount of effort just to make the team."

A total of 12 men and 12 women, as well as eight alternates, were chosen to represent Compaq in competing against teams from other companies including Texaco, NASA, Continental Airlines, EXXON, Arthur Young and a legal firm. The Compaq team is sponsored by the Association of Compaq Employees (ACE).



Cleveland Joseph runs a "boot camp" according to people who went through the grueling workouts

"C.J.'s running a boot camp out there!" vowed one person trying out for the team. Indeed, Joseph looked much like a military drill sergeant with his whistle and clipboard as he yelled the runners on home during 60-yard dashes in 90-degree heat.

"Lavonne, are you hurt?" Joseph asked one runner as she limped off following her dash.

"C.J., everything hurts," she responded as she trudged off.

Joseph bent over his clipboard, marking her time.

"Heh-heh-heh," he said.

It was all done with the best of intentions, and the best of results. Joseph and his fellow coach, Jeff Willcox, put prospective team members through grueling workouts three evenings each week — up and down outdoor bleachers, around the track, stretching, running in place, swimming, volleyball — to get them ready for competition, and to determine who would make the team.

The results were put into a COMPAQ computer and figured according to a complicated system worked out by Joseph.

"Consistency is important," he pointed out. "A person who occasionally runs the 60-yard dash in 6.5 seconds isn't as likely to get the nod as



Greg Kincade worked up a good sweat during qualifying runs

someone who does it in seven consistently."

People also got bonus points for attendance — unless their absence was excused — and for qualifying in several events, rather than just one. Because the Corporate Challenge consists of 20 events, team members had to be versatile.

Those who represented Compaq in the Corporate Challenge included:

Sharon Jamail, Tricia Limon, Jeannette Freeman, Liza Garza, Carla Havel, Jennifer Hudnall, Robbie Johnson, Lavonne Parsons, Terri Rimoldi, Tracie Spiller, Janey Nida, and Sara Hindman.

Others on the team include: Ted Fritsche, Tom Parsons, Peter Gaucher, Greg Kincade, Chuck Crowther, Troy Jarvis, Jeff Linn, Dick Bell, Gil Godreau, Bobby Moreno, Toan Ho and Merrill Smith.

The competition was 8:15 a.m. at the University of Houston-Clear Lake, winding up with a party that evening. People attending the competition were welcome at the party. Food will be provided; a charge is made for drinks.

Winners of the area contest will go to Hawaii Oct. 29-Nov. 2 to compete in the national Corporate Challenge.



The 60-yard-dash tryouts were held in sweltering 90-degree heat



"Come on! Come on in! You can beat her!" Joseph encourages runners



Jolly good times

Compaq U.K. staffers recently enjoyed an evening of water sports and barbeque. Water skiing is great sport, but Dyane Bailey opted for a scaled-down racing speed boat when she got in the water



Call Sam

Now that the facilities department has built temporary office space in a Compaq Center West parking garage, staffers are not always aware of CCA or CCM facilities problems. Karen Walker, Director, Facilities, urges people to call Sam Williams, 374-1336, to request any needed repairs "because we're way out here where we just can't always be aware of them."



Stock Watch

Compaq stock prices (per share) July 15-Aug. 14

		Low	High
July 15	Aug. 14	(Aug. 3)	(Aug. 11)
\$47	\$53	\$44.50	\$53.87

Compaq stock is traded on the New York Stock Exchange (NYSE). Its daily activity may be found in newspaper NYSE stock listings.



It flies—or something

It's a bird — no, it's a plane — no, it's a bicycle — no, but whatever it is, it's very interesting and was created from metal by Lee Murdy

Did you know...



Alligator trails trout line as it approaches Brent's boat



Bob Brent

Bob Brent grew up in Honduras, in Central America, where marshes and lakes provide scenic fishing grounds. By the time he was six or seven, he had shot his first alligator. "It wasn't very big, but it took me three days to skin him," he recalled recently at Compaq, where he works as production liaison engineer in design engineering. Brent was part of the group that did the first 20 COMPAQ PORTABLE III™ prototype computers. The memory of skinning an alligator for three days came back vividly one recent morning as Brent sat on his bass boat at Toledo Bend Lake, sipping a cup of coffee and fishing for crappie. "I felt something watching me," he said, recalling an alligator's head rising above the waters of the lake, followed by its estimated 10-foot body. "I immediately reached for my gun," Brent said. "The first thing that

went through my head, though, was that I'd have to skin that fellow, and that would ruin my weekend. "The second thing I remembered is that it's illegal to shoot alligators here. Back in Central America, we just shot them. Here, you have to go through training for about a 15-day hunting season — at one time, they were an endangered species — and you can't shoot them unless they're on a line. "My next thought was to try to lure him away from the area where people were skiing. He didn't want to go, though; he just wanted to take a bite out of my boat." Fortunately, the alligator didn't pursue that goal, and finally went his own way — trailing a trout line which he apparently tore loose when he swiped a fish from it.

Brent said he's been telling acquaintances alligators can be found at Toledo Bend Lake — he believes they are at Lake Conroe and Lake Livingston as well — and now a lot of people are being more careful, including him. "When I got hot out there fishing, I used to jump into the water and swim around to cool off. Not any more," he said. Brent noted, however, that alligators prefer marsh areas, and this one was a long distance from the shore line. "People don't realize how many alligators there are along the Texas Gulf Coast," he said. "Some places, people have trouble with them coming onto their lawns." Last year's alligator season, which runs in September, netted 524 gators.

More than half that total came from Jefferson County, with Chambers and Brazoria counties running second and third. "An alligator will flip a dog off a boat with its tail," Brent said. "A lot of people say they won't bother you, but if you're in the water and kick one, it's going to defend itself. "A lot of times you're flying along in your boat and think you hit a log. Chances are you hit an alligator. It's a good way to damage a prop."

A way of life

Was there ever such a horse as triple-crown winner Secretariat? Well — maybe Man O'War, one of the most famous racehorses of all time. When **Joy McLean** was training horses — first in Cleveland, Tex., then in College Station — she was lucky enough to own a filly named Tabitha that had both of these, and other champions', bloodlines. McLean began work on a riding ranch at age 16, and quickly got into training, which "is basically common sense, and I happen to have a lot of common sense," she explained. "It wasn't real spectacular or difficult." After also learning English-style riding, she later opened her own horse farm near Cleveland before moving on to College Station, where she continued to buy, sell and train horses. Living alone on a farm in the middle of Sam Houston National Forest — and working in a convenience store on the side — made her willing to accept a customer's invitation to visit a karate class. "I went to watch the class and I knew I was hooked. This was for me,"



Joy McLean has earned her brown belt in karate

she recalled. McLean quickly went to work on it, and within four months had won a first- and a second-place trophy in karate competition. "It gave me a lot of confidence and energy, and enabled me to meet a lot of new people." Unfortunately, McLean — now studying karate in Houston — suffered a knee injury in 1986 and has undergone two surgeries, so won't be participating fully in karate classes again for about a year. Meanwhile, she'll be starting to exercise gradually, and continue work at her job as a clerk in Brookhollow service production. "My karate instructor teaches building up the mind and body together, developing the personality. I wouldn't go to a school that teaches just for competition or how to knock someone to the ground. It's a way of life — that's why I'll be in it for life."



McLean accepts trophy in riding competition

Blood donors sought

Compaq will host a blood drive Sept. 21-25 at each of its Houston locations. Donor rooms will be set up at Compaq Center, Chasewood, Sommermeyer and Brookhollow. A mobile van will be provided for donors at Perry Road and Papalote. The donation process takes approximately one-half hour, during which a little less than a pint of blood is drawn.

This is a relatively small amount, as the average adult has 10-12 pints of blood. The body replaces the blood donated within 24-48 hours. Relatives and friends of Compaq employees may donate through the Compaq blood drive. Any person wishing to contribute blood should contact one of the following coordinators to schedule an appointment.

DATE	LOCATION	COORDINATOR	PHONE NO.
Sept. 21	CCM	Patti Smith	374-1205
Sept. 21	Sommermeyer	Tami LaGow	896-3182
Sept. 21	Papalote	Metissa Salvador	466-0006
Sept. 21	Perry Road	Melissa Nix	374-5573
Sept. 22	Brookhollow	Alana Wardlow	937-2792
Sept. 23	Chasewood I	Melissa Nix	374-5573
Sept. 24	Chasewood II	Joyce Hilliard	374-2701
Sept. 25	CCA I	Glenda Stubbs	374-1467
Sept. 25	CCA II	Valerie Thrasher	374-1666
Sept. 25	CCA III	Helene Baske	374-1366

PREVIEW



TRAVEL

A trip to see **thoroughbred horse racing** at Delta Downs is planned for Sept. 19. A chartered bus will depart Compaq Center for Vinton, La. at 3 p.m., returning at 3 a.m. A fee of \$17.50 per person covers bus fare, snacks and beverages on the bus, as well as clubhouse seating. To make reservations, contact Wendy Simon, 374-1496.*

A midnight **dance cruise** is planned Oct. 24 on board "The Colonel" riverboat in Galveston Bay. The two-hour cruise will feature a dance band performing a variety of music. For details, contact Chris Hlozek, 374-1962.*

Reservations are being taken for a trip to the annual "**Wurstfest**" at New Braunfels. The German festival features good food, costumes and lots of activities. The Compaq group will stay at the Landa Resort, which is within walking distance of the festival grounds. The resort also offers an 18-hole golf course, miniature golf, tennis, volleyball, row-



Volleyball competition was keen as people vied for positions on the Corporate Challenge team

boats and paddle boats, and miniature boat rides. Cost for lodging is \$35-\$60 per person; individuals are responsible for their own transportation and meals. For details, contact Liz Scott, 374-2420.*

A trip to **Innsbruck, Austria** is planned Jan. 15-24 by the ACE Travel Club. The cost of \$795 per person includes round-trip air fare, a stay at a four-star hotel, breakfast and dinner. Innsbruck has hosted the Winter Olympics, and is also the site of museums and other interesting features. For a small additional charge, sightseeing trips are available. Contact Dena Taylor, 374-1490, for information.*

SERVICES

A "So Long, Summer" weekend is planned at **Waterworld** for Aug. 29-30. Compaq employees can purchase discount tickets for \$6.95 for either of these days. For each ticket redeemed before 4 p.m., you will receive a free ticket to visit Waterworld the next day (this includes a 50-cent service charge). Tickets may be obtained from ACE Employee Services volunteers.*

The annual **Texas Renaissance Festival** is set for Oct. 3-Nov. 15, featuring entertainment, games, arts and

crafts, a variety of food and other activities. Discount tickets are available from ACE Employee Services volunteers. The cost is \$8 for adults, and \$4 for children ages 5-12.*

SPORTS

Fall bowling leagues recently started up at Willowbowl and Copperfield bowling facilities. For information on late registration or simply to go watch and cheer them on, call Mark Richards, 374-1160, or Tom Tiller, 896-3277.*



Activities marked with an asterisk* are sponsored by the Association of COMPAQ Employees (ACE). All full-time, permanent COMPAQ employees in Houston are part of ACE. Details on activities and registration forms may be found in ACE reader racks at each Houston site.



One of the cooler events at the Corporate Challenge

ABOUT THE COVER

U.S. and Compaq flags fly on crane used in construction at Compaq Center West

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